

Message Text

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UNCLAS OSAKA KOBE 0464

E.O. 11652: N/A
TAGS: ETRD, JA
SUBJECT: EXPORT: LICENSING OPPORTUNITY: TECHNOLOGY FOR MANUFACTURE
OF REMOTELY PILOTED VEHICLES (RPV): SHIN MEIWA
INDUSTRY CO., LTD.
SUMMARY: SIN MEIWA CO., LTD. IS INTERESTED IN INTRODUCING
THE LATEST U.S. TECHNOLOGY FOR MANUFACTURE OF REMOTELY
PILOTED VEHICLES (RPV). THE FIRM WISHES TO CONCLUDE AN
EXCLUSIVE LICENSING AGREEMENT FOR JAPAN.

THE COMPANY THE ORIGIN OF SHIN MEIWA CO., LTD. DATES BACK
TO 1918 WHEN IT WAS FOUNDED UNDER THE NAME OF NIPPON AIRCRAFT
MFG. CO., LTD. TO MANUFACTURE PLANES PRIMARILY FOR THE
THEN JAPANESE IMPERIAL NAVY. IT HAD RAPIDLY GROWN INTO ONE
OF JAPAN'S LARGEST MANUFACTURERS OF NAVY FIGHTERS AND SEA
PLANES BY THE END OF WORLD WAR II. IN NOVEMBER 1949 AFTER
A FOUR-YEAR DORMANT POSTWAR PERIOD, IT TOOK ITS PRESENT
NAME AND BEGAN PRODUCTION OF SPECIAL PURPOSE TRUCKS, SUCH AS
DUMP TRUCKS AND TANK TRUCKS. SINCE THEN IT HAS
DIVERSIFIED ITS OPERATION, NOW REPAIRING AIRCRAFT
ENDINGS AND MANY KINDS OF INDUSTRIAL MACHINERY AND
PRODUCING COMMERICAL AND VILILTARY AIRCRAFT AND A
VARIETY OF INDUSTRIAL MACHINERY AND MACHINE TOOLS.
CAPITALIZED AT YEN3,960 MILLION (US\$13.2 MILLION) AND
STAFFED BY ABOUT 4,000 EMPLOYEES, THE FIRM NOW OPERATES
IT HEAD OFFICE IN NISHINOMIYA CITY, HYOGO PREFECTURE,
WITH 27 BUSINESS OFFICES THROUGHOUT JAPAN, AND 9
PLANTS MOSTLY IN WESTERN JAPAN. ITS 1975 SALES WERE
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YEN45 BILLION (US\$150 MILLION).

PROPOSAL THE FIRM WISHEST TO INTRODUCE THE LATEST
U.S. TECHNOLOGY FOR MANUFACTURE OF REMOTELY PILOTED
VEHICLES (RPV) DESIGNED TO OBSERVE STILL OR MOVING
OBJECTS ON LAND OR SEA AND TRANSMIT DATA DURING
FLIGHT TO A DISTANT STATION. FOR THIS PURPOSE, THE
FIRM DESIRES AN EXCLUSIVE AGREEMENT FOR MANUFACTURE
OF SUCH VEHICLES UNDER LICENSE. IT WILL PURCHASE
THE NECESSARY PRODUCTION EQUIPMENT AND VEHICLE COMPONENTS
FROM THE U.S. LICENSOR.

THE FIRM STRESSES THAT SUCH VEHICLES WILL NOT BE USED
FOR MILITARY PURPOSES, AND THAT THEY CAN EASILY OBTAIN
APPROVAL FROM THE JAPANESE GOVERNMENT OF THE PROPOSED
EXCLUSIVE LICENSING AGREEMENT.

CONTACT INTERESTED FIRMS SHOULD CONTACT:

MR. KAORU IWATANI
CHIEF ENGINEER
COMPREHENSIVE PLANNING DIVISION
AIRCRAFT PLANT
SHIN MEIWA INDUSTRY CO., LTD.
1-1 OGI 1-CHOME, HIGASHINADA-KU
KOBE 658, JAPAN

PHONE: KOBE (078) 431-4151

CABLE: SMIAIR KOBE

TELEX: 5622157 SMIC

ACTION REQUESTED PLEASE REPRODUCE AND DISTRIBUTE
THIS TELEGRAM TO ALL STATE AND LOCAL DEVELOPMENT AGENCIES
AND INDIVIDUAL FIRMS THAT MMIGHT BE INTERESTED.
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